

## Message Text

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ORIGIN COME-00

INFO OCT-01 AF-04 ISO-00 EB-04 RSC-01 /010 R

66619

DRAFTED BY COM/BIC/OED/MEPD:JSMITH

APPROVED BY EB/OCA/REP:GPWILSON

COM/BIC/OED/MEPD:JHEAGEN

AF/W:JMITCHELL

COM/BIC/OED/MEPD:JMSANDS(DIR)

COM/BIC/OIM:FOCWIEJA(INFO)

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P 181731Z NOV 74

FM SECSTATE WASHDC

TO AMEMBASSY LAGOS PRIORITY

C O N F I D E N T I A L STATE 253668

E.O.11652:GDS

TAGS: BEXP NI

SUBJECT: MAJOR PROJECT: RAILROAD DEVELOPMENT

REF: LAGOS 10454

1. FURTHER TO OUR EARLIER MESSAGE, INTERNATIONAL ENGINEERING COMPANY (DESIGN SUBSIDIARY TO MORRISON-KNUDSEN INTERNATIONAL, INTERNATIONALLY KNOWN U.S. CONSTRUCTOR) SENDING MR. V.J. SLIUTAS TO LAGOS FOR DISCUSSIONS WITH EMBASSY AND TUNDE JOHNSON ON SUNSULTANCY CONTRACT. SLIUTAS NOW IN BEIRUT WILL FLY TO LAGOS THROUGH CAIRO FOR ARRIVAL MIDDLE NEXT WEEK. IECO WILL ATTEMPT DISPATCH PACKAGE OF ITS STANDARD QUALIFICATION MATERIAL (INFORMATION DESCRIBED IN PARA FIVE OF REFTEL) TO CAIRO SO THAT SLIUTAS WILL HAVE IT AVAILABLE FOR DELIVERY TO NRC. IF FIRM CANNOT MAKE CAIRO CONNECTION, IT WILL SEND PACKAGE TO EMBASSY AIR FREIGHT AND INFORM POST BY COMMERCIAL TELEX OVER WEEKEND.

2. EMBASSY SHOULD ALREADY BE FAMILIAR WITH MKI FROM EXPERIENCE WITH IKEJA AIRPORT COMPETITION. COMPANY HAS CAPABILITY CARRY OUR TURNKEY DESIGN/CONSTRUCTION OF  
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RAILROAD IF IT DECIDES PURSUE CONTRACT. FIRM IS EAGER GO

AFTER A PROJECT OF THIS MAGNITUDE IN AN OIL EXPORTING COUNTRY, BUT IS AWARE OF PITFALLS IT MAY ENCOUNTER IN NIGERIA. MEPD HAS BEEN INFORMED THAT DECISION WILL BE MADE AFTER SLIUTAS HAS HAD OPPORTUNITY TO OBTAIN BRIEFING FROM EMBASSY AND CHANCE FOR DETAILED DISCUSSIONS WITH TUNDE JOHNSON.

3. SINCE IECO/MKI HAS TURNKEY CAPABILITY AND RECENT SUCCESSFUL WINNING MULTI-MILLION DOLLAR RAILWAY ELECTRIFICATION CONTRACT IN TAIWAN, BELIEVE AWARD OF CONSULTANCY CONTRACT WOULD PROVIDE DISTINCT ADVANTAGE IF FIRM THEN BID ON TOTAL CIVIL WORKS PORTION OF DEVELOPMENT PROGRAM. WHILE SEVERAL COMPANIES ARE QUALIFIED HANDLE CONSULTANT ROLE, BELIEVE EMBASSY MIGHT WISH BE AWARE OF FOREGOING CONSIDERATION. INGERSOLL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 18 NOV 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** CollinP0  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1974STATE253668  
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**Enclosure:** n/a  
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**Errors:** N/A  
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**Reference:** LAGOS 10454  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CollinP0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 14 AUG 2002  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MAJOR PROJECT: RAILROAD DEVELOPMENT  
**TAGS:** BEXP, NI  
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